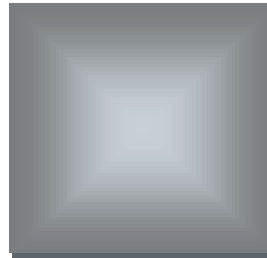


2017 IOWA INDUSTRY PROFILE

WHOLESALE TRADE

IOWA WORKFORCE DEVELOPMENT



Executive Summary

In 2016, the **Wholesale Trade** sector comprised 4.3 percent of all public and private sector employment in Iowa, employing 66,778 workers with an average annual wage of \$61,135. This wage is 36.1 percent higher than the statewide average of \$44,925 for all industries.

Employment in this sector has recovered since the Great Recession. However, since 2014, the industry has shed employment every year dropping from 69,296 employees in 2013 to its current level of 66,778, a decline of 3.6 percent. All told, the sector has only gained 695 jobs (1.1 percent) since hitting a rock bottom of 66,083 in 2010.

Employment in this sector tends to be higher in counties in the northern half of the state due to a higher number of grain elevators and greater ethanol production.

Men hold a strong majority of the jobs in this industry, making up 76.2 percent of wholesale trade employment in 2016.





WHOLESALE TRADE IOWA INDUSTRY PROFILE

What is Wholesale Trade?

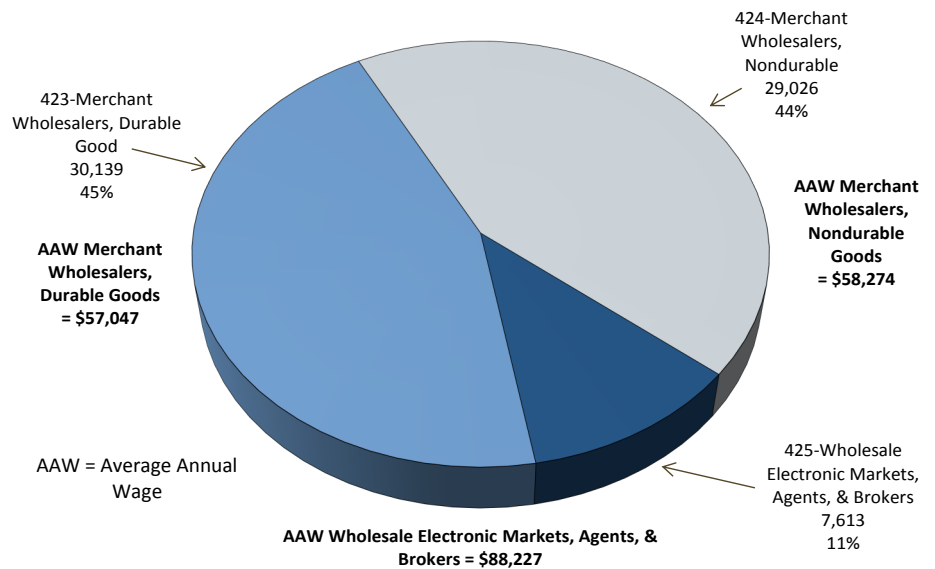
This sector comprises establishments engaged in wholesaling merchandise, generally without transformation, and rendering services incidental to the sale of merchandise. The merchandise described in this sector includes the outputs of agriculture, mining, manufacturing, and certain information industries, such as publishing.

The wholesaling process is an intermediate step in the distribution of merchandise. Wholesalers are organized to sell or arrange the purchase or sale of (a) goods for resale (i.e., goods sold to other wholesalers or retailers), (b) capital or durable nonconsumer goods, and (c) raw and intermediate materials and supplies used in production.

Source: www.bls.gov/cew/bls_naics/bls_naics_app.htm

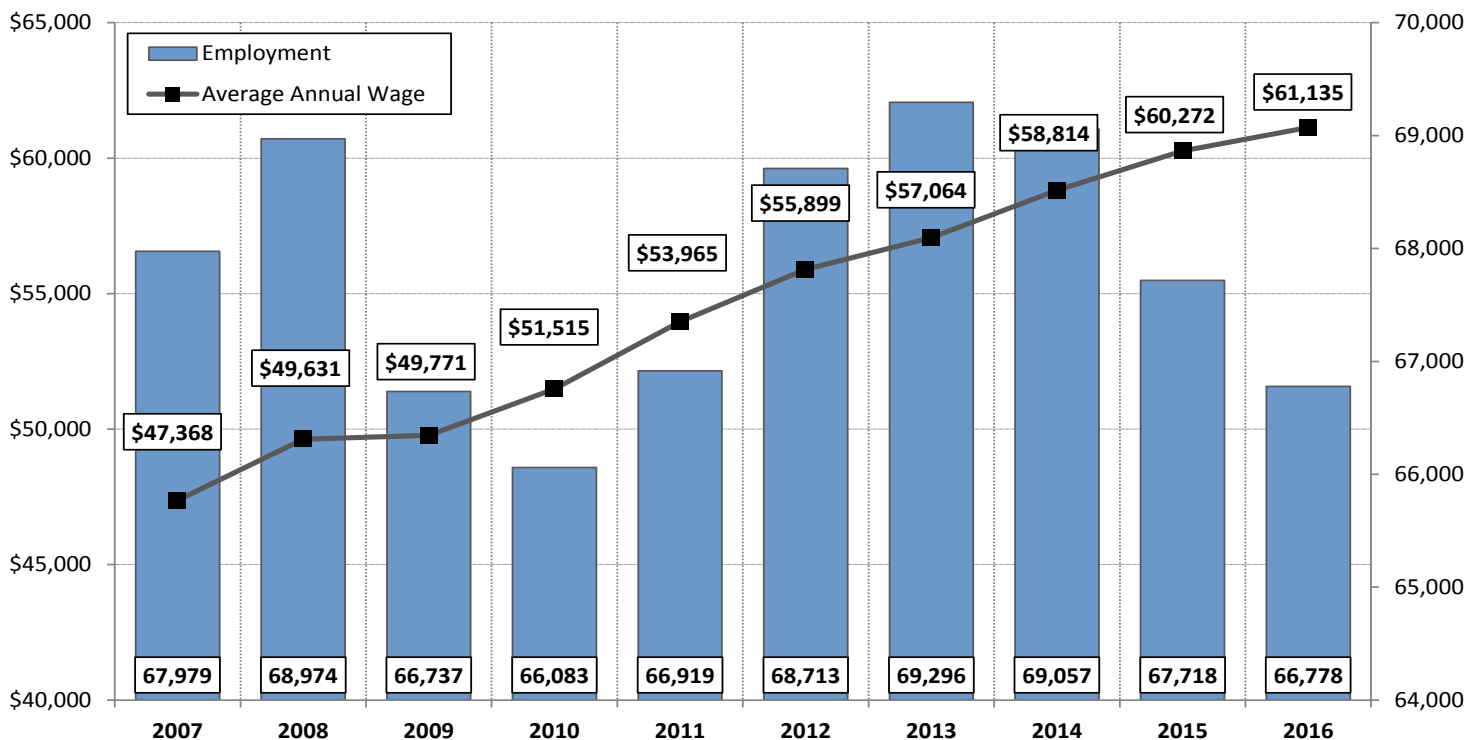
2016 Industry Breakout by Employment in Iowa

Wholesale Trade NAICS Industry Coding



Source: Quarterly Census of Employment and Wages (QCEW), Iowa Workforce Development

2007-2016 Employment in Wholesale Trade in Iowa



Source: Quarterly Census of Employment and Wages (QCEW), Iowa Workforce Development

WHOLESALE TRADE IOWA INDUSTRY PROFILE



Examples of Wholesale Trade Employers

Name of Company	Industry
Du Pont Pioneer	Misc. nondurable goods merchant wholesalers
Farner-Bocken	Grocery and related product wholesalers
Martin Brothers Distribution	Grocery and related product wholesalers
Pech Optical	Commercial equip. merchant wholesalers
Sysco Food Services of Iowa	Grocery and related product wholesalers
US Foods	Grocery and related product wholesalers
Van Diest Supply	Misc. nondurable goods merchant wholesalers

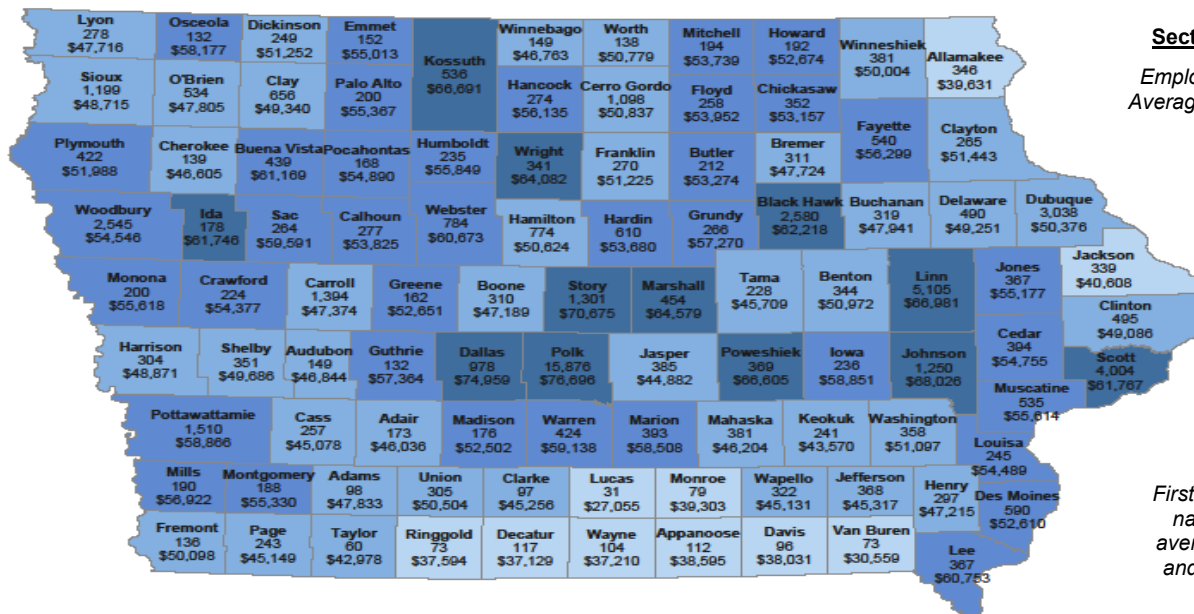
Employers

In 2016, there were 7,524 establishments in the **Wholesale Trade** industry across Iowa. **Electronic market and agent broker wholesalers** had the most locations in Iowa, with 2,623. **Durable good wholesalers** was a close second with 2,621 locations. Finally, **Nondurable wholesalers** had 2,280 establishments statewide.

The employers listed to the left are classified in the subsector that reflects their primary industry, although each company may be engaged in other economic activities.

Source: www.iowaworkforcedevelopment.gov/employer-database

2016 Covered Employment in Wholesale Trade by County



Sector Statewide:

Employment - 66,778
Average Annual Wage - \$61,135

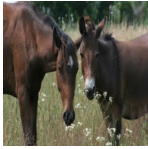
Label Key:

First line is the county name followed by average employment and finally, average wage.

Wages	Less than \$40,608	\$40,609 - \$51,443	\$51,444 - \$61,169	Greater than \$61,170
-------	--------------------	---------------------	---------------------	-----------------------

Source: Quarterly Census of Employment and Wages (QCEW), Iowa Workforce Development

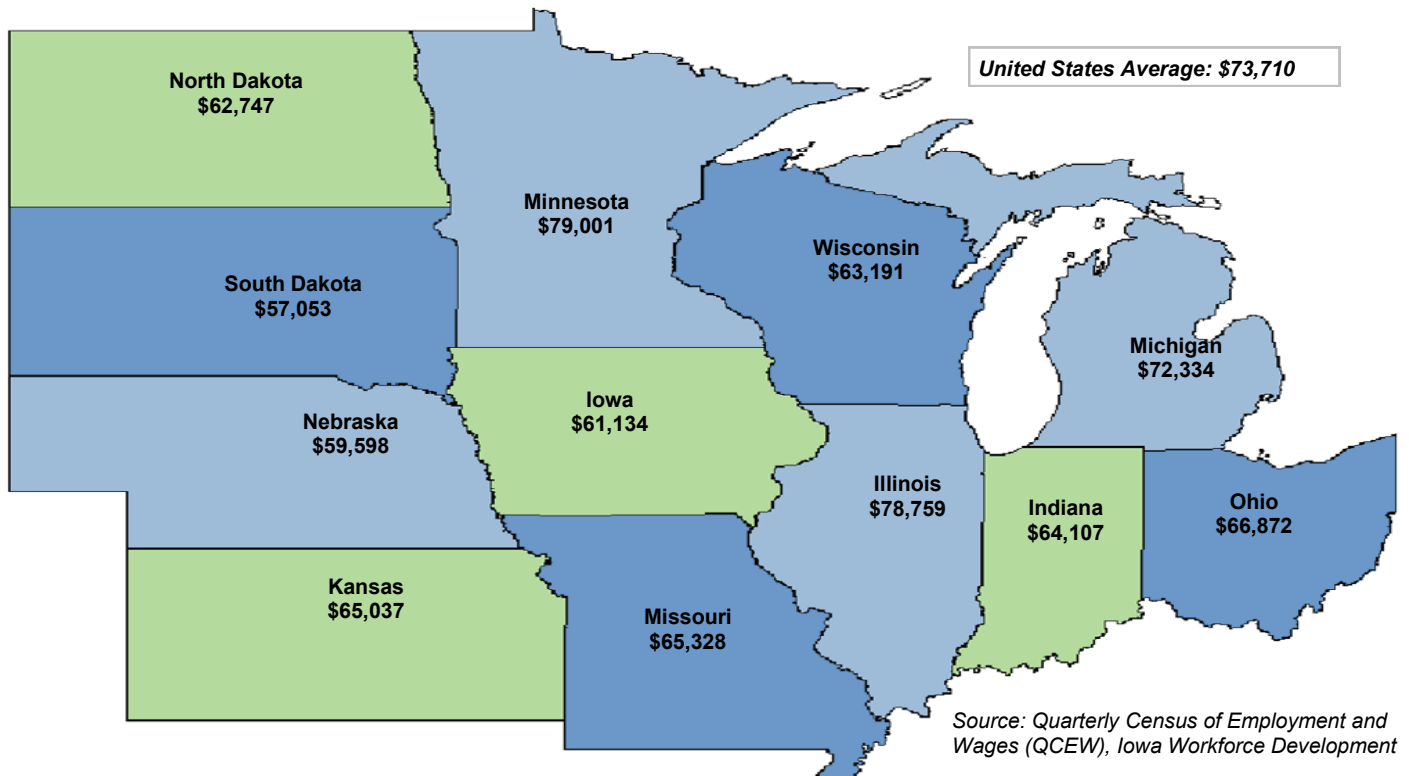
<https://www.iowaworkforcedevelopment.gov/labor-market-information-division>



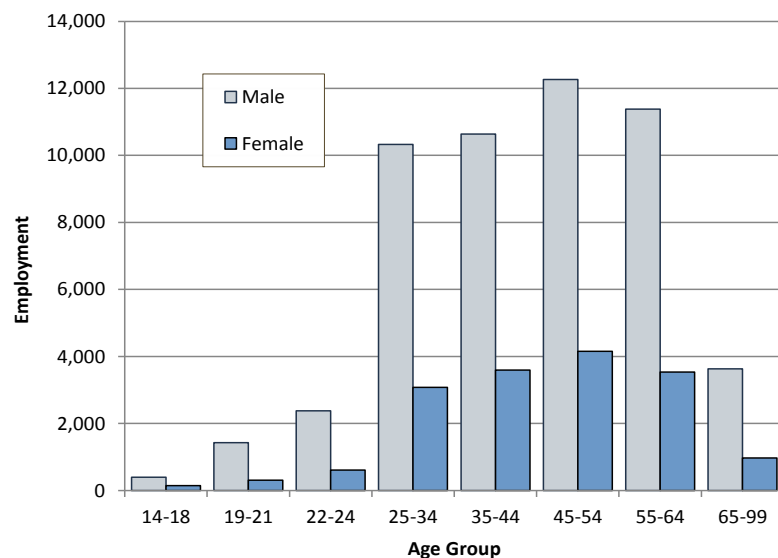
WHOLESALE TRADE IOWA INDUSTRY PROFILE

2016 Average Annual Wage for Covered Employment in Wholesale Trade

State Comparisons by Private Ownership



Industry Distribution by Age and Gender 2nd Qtr. 2016



Contact Information

Iowa Workforce Development, Employment Statistics Bureau

1000 E Grand Ave
Des Moines, IA 50319
800-532-1249
Fax: 515-281-8195
lwd.lmi@iwd.iowa.gov
www.iowaworkforcedevelopment.gov

*Equal opportunity employer/program.
Auxiliary aids and services are available
upon request to individuals with disabilities.*

TTY 515-281-4748
1-800-831-1399

IOWA[®]
WORKFORCE
DEVELOPMENT
Smart. Results.

Source: Local Employment Dynamics, Iowa Workforce Development and U.S. Census Bureau
<https://lehd.ces.census.gov/>